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CESSNA NEGOTIATING WITH FEDERAL EXPRESS FOR MAJOR CARAVAN I ORDER

Cessna Aircraft has been engaged in negotiations for several months with Federal Express Corp. regarding a major fleet order by the Memphis-based small package carrier for Cessna's new Caravan I turboprop utility aircraft. Cessna's third quarter shareholder report states that "contractual negotiations are proceeding with Federal Express Corp. for the sale of 30 new Caravan I single-engine propjets, with an option for an additional 70." A Cessna spokesman, while noting that there is no deadline for reaching a final agreement, was very confident that the sale will take place, adding that "it's definite." If an agreement is finalized, deliveries of the first 30 aircraft would begin in October 1984 and extend through December 1985.

A Federal Express spokesman, while confirming that negotiations between the two companies have been underway for several months, refused to say how likely a final agreement is. "We just don't make any comment until it's final," the spokesman said. Federal Express has had discussions with a number of aircraft manufacturers over the years about acquiring smaller equipment for use in expanding the company's operations to smaller points.

CANADAIR TO REVISE CHALLENGER WEIGHTS TO PERMIT PART 91 OPERATION

Canadair Ltd., which recently ran afoul of the more stringent regulations of FAR Part 125 when it attempted to increase maximum gross weights and payload for the Challenger business jet *(BA, Sept. 5/73)*, last week said it will re-amend its CL-600 flight manual to reduce the aircraft's zero fuel weight from 31,000 pounds to 28,500 pounds. Amendment will insure that the CL-600's payload capacity will be less than 6,000 pounds and the aircraft will continue to be operable under FAR 91.

The idea to increase the aircraft's payload came from Canadair's marketing personnel "who wanted to make the aircraft more versatile," a Canadair spokesman said. Company was not aware that the weight increases would force operators to comply with Part 125 until operators pointed it out to them at a recent maintenance and operations seminar.

In a message last week to Challenger operators, the company said it "has agreed to expediously amend the CL-600-1A11 airplane flight manual to reduce the maximum zero fuel weight from 31,000 pounds to 28,500 pounds. The FAA will be requested to similarly revise the CL-600 type certificate data sheet A21EA. This reduction in maximum zero fuel weight will ensure that all CL-600-1A11 aircraft completed to date will have a payload capacity of less than 6,000 pounds, thus permitting continued operation under the rules of FAR Part 91. Pending the formal issue of the proposed airplane flight manual revision, operators are advised to immediately transmit a telex request for an interim deviation authority from Part 125."

IAI ROLLS OUT NEW ASTRA BUSINESS JET IN ISRAEL

Israel Aircraft Industries rolled out its new Astra business jet this month in Israel and officials of IAI's North American distributor, Atlantic Aviation, told *BA* they hope to have 25-30 firm orders by yearend *(see photos on the back of Pages 82 and 83)*. The aircraft, 40 inches longer than IAI's Westwind II, is designed to operate at speeds of .8 Mach at a range of more than 2,500 nautical miles, or up to 3,500 nm at

(Continued on the following page)

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BUSINESS/PERSONAL AIRCRAFT INDUSTRY – AUGUST UNIT SHIPMENTS

		August 83	Cal. Year	Fisc.† Year
BEECH AIRCRAFT CORP.				
• Single-Engine				
BE-77	Skipper	1	4	6
BE-C23	Sundowner	0	12	16
BE-C24R	Sierra	0	3	9
BE-F33A	Bonanza	3	13	18
BE-V35B	Bonanza	0	4	5
BE-A36	Bonanza	8	42	55
BE-B36TC	Bonanza	8	42	51
• Multi-Engine				
BE-B55	Baron	2	13	13
BE-E55	Baron	0	4	7
BE-58	Baron	4	23	33
BE-58TC	Baron	0	2	2
BE-58P	Baron	0	8	21
BE-76	Duchess	0	8	9
BE-B60	Duke	1	8	9
BE-C99	Airliner	1	10	11
BE-C90-1	King Air	0	13	21
BE-F90-1	King Air	1	7	12
BE-B100	King Air	1	3	4
BE-200	Super King Air	5	45	63
BE-200C	Super King Air	2	11	11
BE-200T	Super King Air	1	1	2
TOTAL		38	276	378
Manufacturers net billing - $22,430,036				
BRITISH AEROSPACE				
• Multi-Engine				
BAe	Jetstream 31	2	13	16
HS-748		0	6	7
BAe 146-100		0	3	3
BAe 146-200		0	1	1
HS-125-700	Model A	3	4	8
HS-125-700	Model B	2	9	12
TOTAL		7	36	47
PILATUS BRITTEN-NORMAN LTD.				
• Multi-Engine				
BN-2	Islander	0	5	10
BN-2T	Islander	0	2	3
Mark III	Trislander	0	1	1
TOTAL		0	8	14
CESSNA AIRCRAFT CO.				
• Single-Engine				
CE-152		30	147	190
CE-A152	Aerobat	2	5	7
CE-172	Skyhawk	24	153	198
CE-172	Cutlass	4	14	14
CE-172RG	Cutlass	5	31	49
CE-182	Skylane	5	57	87
CE-122	Turbo Skylane	4	12	15
CE-182RG	Skylane RG	1	17	24
CE-182RG	Turbo Skylane RG	3	13	20
CE-185	Skywagon	3	18	26
CE-U206	Stationair 6	2	52	65
CE-TU206	Turbo Stationair 6	4	46	61
CE-208	Stationair 8	0	7	10
CE-TU208	Turbo Stationair 8	2	5	5
CE-210	Centurion	4	15	23
CE-T210	Turbo Centurion	9	35	51
CE-P210	Pressurized Centurion	1	16	22
CE-188	AgHusky	0	14	1[illegible]
CE-188	AgTruck	4	18	2[illegible]
• Multi-Engine				
CE-303	Crusader	9	45	63
CE-335		0	1	1
CE-340		3	20	24
CE-402		0	10	14
CE-404	Titan	0	0	2
CE-414	Chancellor	1	9	14
CE-421	Golden Eagle	4	15	20
CE-425	Conquest I	3	26	39
CE-441	Conquest II	2	12	19
CE-500	Citation I	1	8	18
CE-550	Citation II	2	19	41
CE-650	Citation III	2	8	8

		August 83	Cal. Year	Fisc.† Year
CESSNA/REIMS AVIATION				
• Single-Engine				
CE-F152		2	10	16
CE-F152	Aerobat	0	0	1
CE-F172	Skyhawk	3	8	15
CE-FR172	Hawk XP	0	0	0
CE-F182	Skylane	0	0	0
CE-F182RG	Skylane RG	0	0	0
TOTAL		139	866	1,204
Manufacturers net billing - $34,276,809				
AVIONS-MARCEL DASSAULT				
• Multi-Engine				
AD-My.10	Falcon	0	1	3
AD-My.20	Falcon	1	3	4
AD-My.200	Falcon	2	6	6
AD-My.50	Falcon	2	12	30
TOTAL		5	22	43
DEHAVILLAND AIRCRAFT OF CANADA				
• Multi-Engine				
DHC-5		0	0	2
DHC-6		0	6	7
DHC-7		0	3	8
TOTAL		0	9	17
EMBRAER				
• Single-Engine				
EMB-200		0	0	0
EMB-201	Ipanema	1	8	12
EMB-710	Carioca (PA-28-235 Dakota)	0	2	2
EMB-711	Corisco (PA-28RT-201 Arrow)	0	2	2
EMB-712	Tupi (PA-28-181 Archer II)	1	2	2
EMB-720	Minuano (PA-32-310 Saratoga)	0	1	2
EMB-721	Sertanejo(PA-32R-301 Saratoga)	0	2	4
• Multi-Engine				
EMB-110	Bandeirante	4	9	16
EMB-121	Xingu	0	1	4
EMB-810D	Seneca II	1	25	41
EMB-820	Chieftain	0	1	1
TOTAL		7	53	86
FAIRCHILD AIRCRAFT CORP.				
• Multi-Engine				
Metro IIA		0	0	2
Metro III		1	9	21
Merlin III-C		0	0	0
Merlin IV-C		0	0	5
TOTAL		1	9	28
GATES-LEARJET				
• Multi-Engine				
LR-25D		2	5	8
LR-35A		0	2	11
LR-36A		0	2	2
LR-55		0	12	28
TOTAL		2	21	49
GULFSTREAM AEROSPACE				
• Single-Engine				
GR-164	Agcat	0	0	1
• Multi-Engine				
G-47	Cougar	0	0	0
GR-1159A	Gulfstream III	3	20	34
AE-840	Turbo Commander	0	5	7
AE-900	Commander 900	2	6	10
AE-980		0	0	1
AE-1000		2	7	16
TOTAL		7	38	69
Manufacturers net billing - $39,723,000				
(Exports: 1 GR-1159A to Venezuela and Algeria				
1 AE-1000 to Australia)				
ISRAEL AIRCRAFT INDUSTRIES				
• Multi-Engine				
1124	Westwind	0	5	5
TOTAL		0	5	5

		August 83	Cal. Year	Fisc.† Year
LAKE AIRCRAFT				
• Single-Engine				
LA-4-200EP		1	15	23
LA-250	Renegade	1	1	1
TOTAL		2	16	24
Manufacturers net billing - $279,187				
MAULE AIRCRAFT				
• Single-Engine				
M-5-180C		0	1	3
M-5-200		0	0	1
M-5-235C	Lunar Rocket	1	4	5
M-6-235		1	25	30
TOTAL		2	30	39
Manufacturers net billing - $119,759				
MITSUBISHI				
• Multi-Engine				
Solitaire		0	0	0
Marquise		0	4	13
Diamond		3	19	32
TOTAL		3	23	45
(Exports: 1 Diamond to Canada)				
MOONEY AIRCRAFT CORP.				
• Single-Engine				
M-20J	201	6	54	74
M-20K	231	5	36	67
TOTAL		11	90	141
PIPER AIRCRAFT CORP.				
• Single-Engine				
PA-18-150	Super Cub	0	0	33
PA-38-112	Tomahawk	2	10	17
PA-28-161	Warrior	8	89	118
PA-28-181	Archer II	1	61	90
PA-28-236	Dakota	2	18	25
PA-28RT-201	Arrow IV	0	0	4
PA-28RT-201T	Turbo Arrow IV	11	36	54
PA-32-301	Saratoga	1	17	28
PA-32-301T	Turbo Saratoga	1	6	8
PA-32R-301	Saratoga SP	0	17	26
PA-32R-301T	Turbo Saratoga SP	1	26	36
PA-36-375	Pawnee Brave	0	10	42
• Multi-Engine				
PA-23-250	Aztec	0	0	0
PA-31-310	Navajo	0	2	4
PA-31-325	Navajo C/R	0	8	11
PA-31-350	Chieftain	4	25	38
PA-31P-350	Mojave	4	10	10
PA-31T-501T	Cheyenne I	0	1	1
PA-31T-501T	Cheyenne IA	0	3	8
PA-31T-620	Cheyenne II	0	6	8
PA-31T2-620	Cheyenne II XL	0	5	8
PA-42-720	Cheyenne III	2	5	12
PA-42-720	Cheyenne IIIA	1	2	2
PA-34-220T	Seneca III	4	52	81
PA-44-180	Seminole	0	15	15
PA-44-180T	Turbo Seminole	0	0	1
PA-60QA	Aerostar	0	0	0
PA-601B	Aerostar	0	1	1
PA-601P	Aerostar	0	1	1
PA-602P	Aerostar	0	12	16
PA-T1020		0	2	3
PA-T1040		0	3	9
TOTAL		42	443	710
Manufacturers net billing - $10,900,000*				
*(Figure includes 5 Pillan T-35 aircraft kits delivered to Chile)				
ROCKWELL INTERNATIONAL				
• Multi-Engine				
NA-65	Sabreliner	0	0	0
Model 60		0	1	1
TOTAL		0	1	1
SHORT BROTHERS LTD.				
• Multi-Engine				
SBJ-CS-7	Skyvan	0	1	1
SD-3-30		0	5	5
SD-3-60		4	18	21
TOTAL		4	24	27
SINGLE-ENGINE		176	1,256	1,811
MULTI-ENGINE		94	714	1,116
GRAND-TOTAL		270	1,970	2,927

UNIT SHIPMENTS COMPARATIVE TREND: 18 MANUFACTURERS

	August			Calendar Year to Date			Fiscal Year to Date§		
	1983	1982	1981	1983	1982	1981	1983	1982	1981
Beech	38	22	82	276	389	862	378	667	1,193
British Aerospace	7	3	3	36	20	21	47	30	32
Britten-Norman	0	0	2	8	12	18	14	20	32
Cessna	139	155	514	866	1,643	3,225	1,204	2,569	4,802
Dassault	5	1	10	22	40	57	43	57	49
De Havilland	0	*	*	9	*	*	17	*	*
Embraer	7(5)	16(6)	10(7)	53(18)	137(44)	144(53)	86(32)	185(61)	264(87)
Fairchild	1	0	8	9	29	42	28	65	65
Gates	2	5	11	21	64	81	49	108	119
Gulfstream	7	4	11	38	57	237	69	93	327
Israel	0	*	3	5	18	28	5	27	38
Lake	2	3	4	16	13	40	24	22	56
Maule	2	2	7	30	30	42	39	37	52
Mitsubishi	3	1	2	23	11	25	45	23	36
Mooney	11	12	29	90	127	230	141	199	304
Piper	42	64	175	443	706	1,798	710	1,175	2,422
Rockwell	0	0	4	1	2	33	1	6	42
Short	4	2	3	24	12	11	27	15	16
TOTAL	270	290	878	1,970	3,310	6,894	2,927	5,298	9,849

Parentheses show actual Embraer deliveries, not including aircraft kits.
§ Fiscal year October 1 - September 30.
* Figures not available.

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COMMUTER CARRIERS TRAFFIC
7 Months 1983

	Passengers	% Change	Revenue Passenger Miles	% Change	Available Seat Miles	% Change	Load Factor 1983 %	1982
AeroMech	96,540	-15.0	12,913,894	-17.0	31,512,009	-	41.0	-
Air Illinois	164,618	12.4	24,449,079	10.9	57,281,954	12.8	42.7	43.4
Air Kentucky*	38,323	-	5,605,022	-	13,936,585	-	40.2	41.9
Air North	83,701	-	17,675,148	-	38,063,436	-	46.4	-
Air Virginia	114,297	51.2	21,953,102	64.1	-	-	-	39.4
Atlantic Southeast	188,236	76.8	27,441,648	105.8	72,709,262	107.3	37.7	38.0
Atlantis	37,731	-	6,375,152	-	14,742,702	-	43.2	40.7
BAS Airlines	6,849	34.0	1,040,899	36.6	2,408,056	33.1	43.2	42.1
Bar Harbor	125,855	-	-	-	-	-	-	-
Big Sky	20,836	-32.7	5,116,175	-35.7	15,904,129	-30.0	32.2	-
Cascade	184,607	11.1	39,260,098	19.1	76,611,657	8.6	51.2	46.7
Chaparral	69,680	0.0	13,347,000	1.2	-	-	-	-
Chautauqua	106,287	0.5	-	-	-	-	-	-
Christman Air System	11,763	-20.5	2,294,227	-7.0	7,957,822	7.0	28.8	-
Comair	161,448	32.9	30,851,917	55.8	77,892,703	72.9	39.6	44.0
Command Airways	111,875	10.2	15,483,391	9.6	34,626,330	8.3	44.7	44.2
Crown Airways	95,636	0.0	7,679,908	1.8	17,816,336	-2.4	43.1	41.3
Cumberland Airlines*	14,108	19.0	1,811,500	13.0	-	-	-	-
Direct Air	1,385	13.6	192,515	13.6	758,291	-	25.4	-
Empire Airlines	384,201	25.1	89,456,285	24.8	191,049,970	38.7	46.8	52.1
Golden Pacific	6,341	-	774,533	-	3,137,596	-	24.7	-
Gull Air	47,553	66.3	-	-	-	-	-	-
Henson Aviation	414,249	16.5	56,008,721	20.7	115,752,615	40.3	48.4	56.2
Holiday Airlines	8,559	-	-	-	-	-	61.9	49.2
Inland Empire	55,942	25.4	-	-	-	-	75.3	49.8
Metro Airlines	351,696	-	50,820,071	-	104,915,391	32.6	48.4	-
Mid Pacific	713,246	59.7	88,441,000	88.9	127,790,000	85.4	69.2	67.9
Mid South*	24,438	16.0	3,877,697	24.0	10,030,940		38.7	-
Munz Northern	2,383	-	309,000	-	3,261,000	-	9.5	12.2
PBA	488,255	21.4	58,672,789	26.2	113,351,412	36.6	51.8	56.1
Pacific Express	475,153	114.0	162,809,000	78.0	276,986,000	54.0	58.8	-
Penn. Commuter	223,166	9.9	24,338,637	5.2	42,485,324	5.7	57.3	57.6
Pilgrim Airlines	158,899	20.8	28,913,174	27.5	63,767,021	38.3	45.3	47.4
Pioneer Airlines	48,938	-5.0	13,219,685	-7.0	-	-	-	40.4
Pocono Airlines*	52,245	17.0	6,338,568	24.0	14,448,214	66.0	43.9	58.9
Precision Airlines	69,742	0.0	8,395,276	5.1	22,576,782	4.7	37.2	38.2
Rocky Mountain	231,368	1.2	25,224,364	12.2	68,469,271	20.6	36.8	39.6
Royal Hawaiian	129,183	28.7	10,380,539	25.5	20,076,184	20.6	51.7	49.7
Royale Airlines*	101,604	-6.0	17,153,680	-5.0	43,231,482	18.0	39.7	47.5
Scenic	51,562	-21.0	9,532,086	-19.0	11,537,976	-17.0	82.6	85.7
Scheduled Skyways	129,880	17.2	27,746,000	13.3	58,200,000	12.0	47.7	47.2
Southeast Airlines	1,632	-	237,559	-	1,348,794	-	17.6	-
Suburban Airlines	152,129	6.2	13,743,305	16.0	34,493,028	22.9	39.8	42.2
Sunbird	41,432	-	6,136,724	-	-	-	-	-
Trans Air	14,938	-	2,960,180	-	4,913,695	-	60.2	-
Trans Central	31,570	-	7,912,986	-	27,004,319	-	29.3	-
Valley Airline	2,279	60.4	392,844	70.6	965,631	51.5	40.7	36.1
Wings West	132,538	163.3	-	-	-	-	-	-
Wright Air Lines	139,696	10.9	25,047,000	47.9	65,370,000	49.4	38.3	38.7

* January - June only.